

## Message Text

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PAGE 01 MEXICO 12184 270023Z  
ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-08 XMB-02 OES-09 CEQ-01  
GSA-02 DOE-15 SOE-02 CIAE-00 INR-10 NSAE-00 /060 W  
-----079683 270025Z /75

P 270020Z JUL 78  
FM AMEMBASSY MEXICO  
TO SECSTATE WASHDC PRIORITY 1629

LIMITED OFFICIAL USE MEXICO 12184

EO 11652: N/A  
TAGS: BENC, MX  
SUBJECT: MAJOR PROJECTS: FERTIMEX PHOSPHATE FERTILIZER

REF: STATE 176670 AND PREVIOUS

1. AMBASSADOR AND COMMERCIAL COUNSELOR CALLED ON FERTIMEX DIRECTOR GUTIERREZ ON JULY 21 AND MADE REPRESENTATIONS ALONG LINE SUGGESTED REFTEL. A SIMILAR APPROACH WAS USED IN A LETTER FROM AMBASSADOR TO SECRETARY OF PATRIMONY AND INDUSTRY.

2. GUTIERREZ WAS NONCOMMittal AND SAID THE AWARD DECISION WOULD BE BASED UPON TECHNICAL CONSIDERATIONS WITH FINANCING ONLY A SECONDARY FACTOR. HE NOTED THAT THE FRENCH FINANCING PACKAGE WAS SOMEWHAT BETTER THAN DAVY'S BUT DID NOT ELABORATE. ON THE OTHER HAND, HE SAID THAT BADGER'S FINANCING LOOKED ATTRACTIVE. HE ALSO MENTIONED THAT A THIRD U.S. FIRM, PARSONS, WAS BIDDING ON THE SULPHURIC ACID PORTION OF THE PROJECT WHICH IS THE FIRST WE HAVE HEARD OF THEIR INTEREST.

3. GUTIERREZ SAID THAT THE AWARD DECISION WOULD BE MADE IN EIGHT OR TEN DAYS WHICH WOULD MAKE IT AROUND THE  
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FIRST OF AUGUST. IT IS HARD TO ASSESS THE IMPACT OF OUR REPRESENTATIONS ON THE OUTCOME, BUT IN A CONVERSATION SEVERAL DAYS PREVIOUSLY A DAVY REPRESENTATIVE TOLD US HE THOUGHT THE FRENCH (KREBS) HAD THE CONTRACT PRETTY WELL SEwed UP. LUCEY

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 27 jul 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978MEXICO12184  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780307-0305  
**Format:** TEL  
**From:** MEXICO  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Legacy Key:** link1978/newtext/t19780714/aaaaalvc.tel  
**Line Count:** 60  
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**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** d436d76b-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
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**Reference:** 78 STATE 176670  
**Retention:** 0  
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**Review Event:**  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** MAJOR PROJECTS: FERTIMEX PHOSPHATE FERTILIZER  
**TAGS:** BENC, MX  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014